

When it comes to employee benefits, one size *does not* fit all!



Voluntary benefits allow you to tailor your benefits program to meet the needs of your organization and your employees. Voluntary benefits are insurance products that enhance the total benefits package you offer employees. Also known as supplemental insurance, employees can elect to buy voluntary benefits to help fill the gaps left by the core benefits they may receive.

ADVANTAGES of VOLUNTARY BENEFITS

For your **organization**

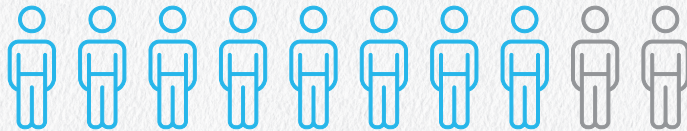
- **Enrich** existing core benefits
- **Appeal** to a multigenerational workforce
- **Support** financial well-being
- **Offer** a cost savings for the company
- **Attract** new employees
- **Increase** employee productivity & retention

For your **employees**

- **Help** fill coverage gaps from high-deductible medical plans
- **Maintain** wellness and peace of mind
- **Receive** timely care
- **Keep up** with regular bills and household expenses during treatment and recovery
- **Replace** lost wages when they're unable to work

8-in-10

employers offer **voluntary benefits** to address the **financial well-being** of their employees.¹



78%

of employees are **more likely to stay** with their employer because of their **benefits program**.²

Financial protection for your employees. Flexibility for you. Voluntary benefits are paid directly to your employees—not doctors and hospitals—and can be used for any purpose, from deductibles, co-pays and coinsurance, to noncovered treatments and everyday living expenses. PLUS, you can pay all, some or none of your employees' voluntary benefits premiums. No matter what you decide, premiums are typically affordable, oftentimes costing just dollars a day.

Medical debt is the **#1 source** of **personal bankruptcy** filings in the U.S.³

Supplemental insurance helps fill the gaps left by high-deductible health plans.



71%

of workers say they **worry less** about unexpected health and financial issues **thanks to their benefits**.⁷



About **1-in-7** Americans seek medical attention for **accidental injuries** each year.⁵

Hospital indemnity insurance helps pay for hospital and intensive care unit (ICU) stays.



On average, **cancer** patients spend **\$703** out of pocket **each month** on treatments alone.⁴

Cancer insurance pays benefits for diagnosis, treatments, hospitalizations, transportation, lodging and more.

Americans suffer **1.6 MILLION** **heart attacks & strokes** each year.⁶

Heart/stroke insurance pays benefits for heart or stroke-related hospitalization, heart transplant, surgery, nursing care and medications.



We're here to *help.*

Interested in providing your employees with voluntary benefits they want and need?

Call **(877) 266-7326**, or visit us online @ **washingtonnational.com/business-owners**



Footnotes

¹Eastbridge Consulting Group, Inc., *The Employer Viewpoint*, November 2018, p. 14.

²Willis Towers Watson, *Employees are more likely to stay with their employers when offered a group benefit marketplace*, <https://www.willistowerswatson.com/en-US/insights/2018/08/employee-and-employer-satisfaction-with-group-benefit-marketplaces-survey-results>, August 2018.

³CNBC, *This is the real reason most Americans file for bankruptcy*, <https://www.cnbc.com/2019/02/11/this-is-the-real-reason-most-americans-file-for-bankruptcy.html>, 2019.

⁴Duke University, *Out-of-Pocket Costs, Financial Distress, and Underinsurance in Cancer Care*, Retrieved from Guide Star, <https://www.guidestar.org/profile/41-1990883>, January 24, 2019.

⁵National Safety Council, *Injury Facts*, <https://injuryfacts.nsc.org/all-injuries/overview/>, 2019.

⁶American Heart Association, *Heart Disease and Stroke Statistics—2019 Update: A Report from the American Heart Association*, 2019, p. e416, e282.

⁷Lifecare, *The Secrets to Better Benefits Utilization & ROI*, <https://www.lifecare.com/2019/01/the-secrets-to-better-benefits-utilization-roi/>, January 2019.

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